

INPUT

LAND AND REAL ESTATE
ISSUES IN BRITISH COLUMBIA



Municipal Development
Penticton, Nanaimo, Surrey, Edmonton

INPUT

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PRESIDENT'S MESSAGE



TROY ABROMAITIS, RI
REIBC PRESIDENT

The coming year will be a momentous one for REIBC. We are continuing to implement our ambitious Strategic Plan, focusing on an employer engagement initiative that we see as enhancing member benefits, and digging further into the world of continuing education. These are inspiring projects to start with and they will keep us engaged with the strategy we still have ahead. We will make tremendous progress in this year.

This year we are not only focused on our members, but on the important impact our members make in the industry and community. I am both honored and excited to have the opportunity to serve as President of the Real Estate Institute of British Columbia for 2017-2018. I would like to thank the Board of Governors, Executive Officer Brenda Southam, the members, and staff.

We hope you enjoy this edition of *Input*. Thank you for your continuing support of REIBC and I look forward to hearing from you.



COVER: Colourful Front Street.

Credit: City of Penticton

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FROM THE EO'S DESK



BRENDA SOUTHAM
EXECUTIVE OFFICER
AND EDITOR-IN-CHIEF

As we put this edition of *Input* together we couldn't help but note the many factors that influence a municipality's decisions about their real estate holdings and development. The article that started us on this path was from member Robert Guenther, RI, in Edmonton, who contacted us about the huge change they were making in Edmonton to house the municipal organization itself. This sparked a desire to know more about municipal development decisions and how they relate to growth and visions for the future. Economic development is a key factor in these decisions.

In Penticton, economic development is a driver for growth and physical development, guided by their official community plan. Community engagement informs the OCP update and ultimately the shape and character of the city.

In Nanaimo, the City has used a property management strategy to coordinate the organization's real estate needs. The City has been able to use municipal property to generate revenue and create economic development opportunities that otherwise might not have occurred.

In Surrey, the Downtown Surrey Business Improvement Association plays an active role within the municipal decision-making process where developments fall within the DSBA's boundaries. New demand for designated districts has given rise to education, community, and state-of-the-art technology hubs that are shaping the city and contributing to its economic growth.

In our columns this month, we find out what it's like to be a land and property agent, hear how PAMA contributes to the real estate industry, celebrate well-known member Graham Allen—our recipient of the 2017 Award of Excellence, and learn about local government powers to manage real estate.

We trust you will enjoy this edition of *Input* and we wish you and yours a wonderful holiday season and a happy, healthy, and prosperous 2018.

CONTRIBUTORS



1



2



3



4



5

GUEST AUTHORS

1 Bill Corsan, RI, MCIP, RPP, is the Deputy Director of Community Development for the City of Nanaimo and is responsible for the City's Real Estate, Economic Development, and Business Licensing Departments. His team authored the City's Property Management Strategy and has gone on to complete a number of complex land exchange agreements and major land acquisitions. Notably, the focus of the team's work has been to increase the City's park system, secure key brownfield sites for redevelopment, and generate revenue from surplus assets.

nanaimo.ca

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2 Robert Guenther, RI, is the director of Building and Land Management and project director for Civic Accommodation Transformation with the City of Edmonton. Robert is responsible for the Leasing and Property Management, Civic Accommodation Planning, and Land Inventory Management departments. He has been an RI since 1989 and has worked in several ministries at the Province of BC, at a Crown corporation, and at Fraser Health.

www.edmonton.ca/projects_plans/edmonton_tower/a-new-workplace.aspx

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3 Mayor Andrew Jakubeit is a longtime Okanagan resident. Past accomplishments include being president of the Downtown Penticton Association and organizer of the Vancouver Canucks Young Stars Classic. Andrew has 23 years volunteering with Minor Hockey with the last seven of those years on the BC Hockey Executive Board. He helped to negotiate the deal to bring Axel Merckx Gran Fondo to Penticton. Andrew is currently chair of the Okanagan Film Commission and the organizer of the Reel Peach Fest Film Festival. Andrew currently operates a video production company, and, together with his wife, owns the Grooveyard—a music store on Main St. He was first elected to Council in 2008 and in 2014 was elected Mayor of Penticton.

penticton.ca

4 Elizabeth Model, CEO of Downtown Surrey Business Improvement Association, collaborates in the buildout of Surrey City Centre. Her prior positions include being a general manager for a large land development company with a diverse portfolio of businesses and over 100 staff, and being executive director of the Tri Cities Chamber of Commerce for 13 years as the chamber grew from 283 members to over 1,000 under her leadership. She brings a strong economic development, tourism, community engagement, marketing, and government relations skill set to the boards and organizations she serves.

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COLUMNISTS

5 John McLachlan, RI, BA, LLB, is a lawyer at Lex Pacifica Law Corporation in Vancouver. His practice is focused on civil litigation with an emphasis on real property matters. John has appeared as counsel before the British Columbia Court of Appeal, the Supreme Court of British Columbia, the Provincial Court of British Columbia, the Federal Court, and various Administrative Tribunals.

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CITY OF NANAIMO: STRATEGIC REAL ESTATE MANAGEMENT

Bill Corsan, RI

Municipal land is traditionally an underappreciated asset, but increased demand and scarcity of supply mean many municipalities are taking a second look at their properties. In many cases, existing acquisition goals are outlined in a number of corporate strategies and keeping track of them can be difficult as there are constant competing interests and limited resources. The City of Nanaimo recognized the value that a comprehensive review would have and consequently developed a Property Management Strategy. The intent was to guide decision making around the use of existing City-owned land and the acquisition of new land, and to outline a disposition strategy for surplus lands. As a result of the strategy, the City's Real Estate Department has a clearer mandate and is able to prioritize real estate projects within the City.





The City of Nanaimo is redeveloping 1 Port Drive to extend the downtown core and bring the community to the waterfront.

PROPERTY MANAGEMENT STRATEGY

In 2010 the City identified the need to review how it was managing its land assets. While the City had a Real Estate team, other staff were dabbling in real estate matters relating to their own departments. One of the key objectives of preparing the strategy was for the expertise of the Real Estate Department to be applied throughout the organization.

The strategy was built around a framework of strategic directions:

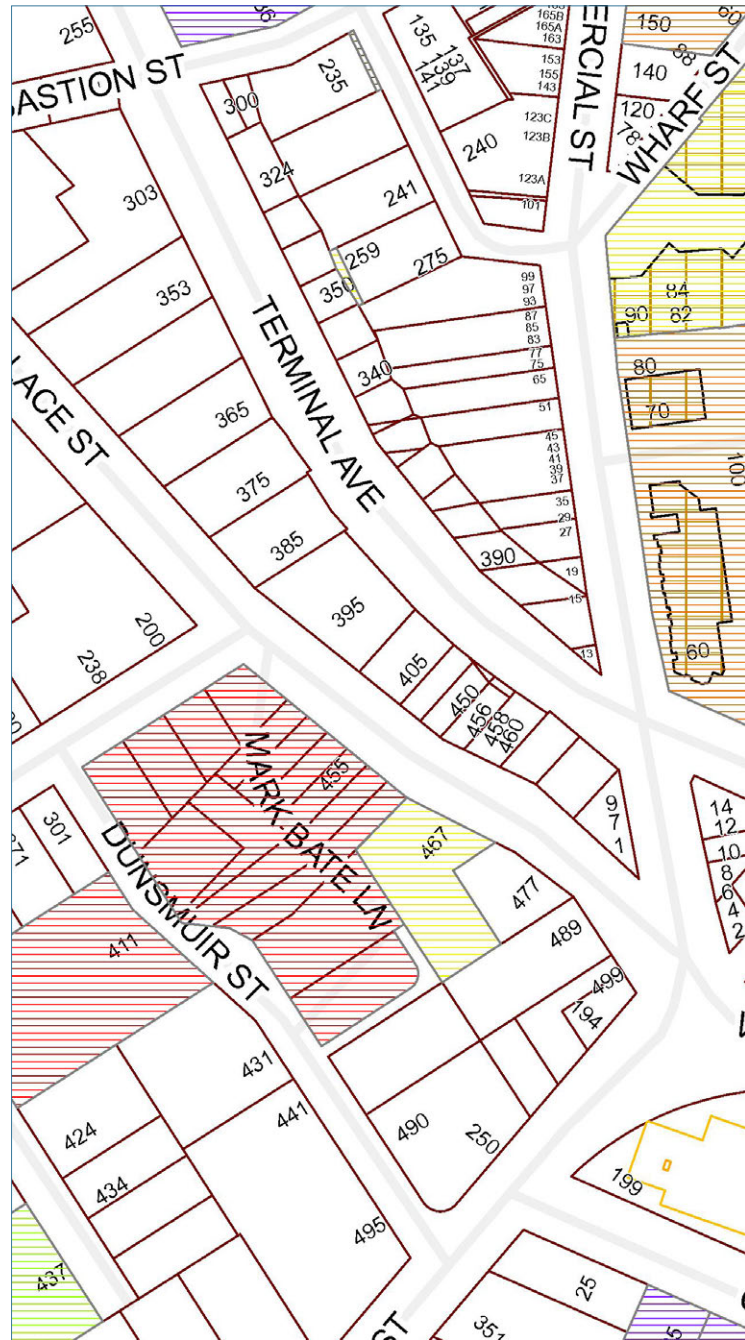
- align with council's Strategic Plan
- develop and maintain a current inventory of land assets
- outline criteria to identify acquisition priorities
- identify disposition criteria
- maximize the use of land and generate revenue or community benefit from the land
- protect City-owned utilities through right-of-way agreements

INVENTORY

The first task was to review the existing inventory of land and to ensure that the records were accurate and up to date and that the GIS mapping relayed the correct information.

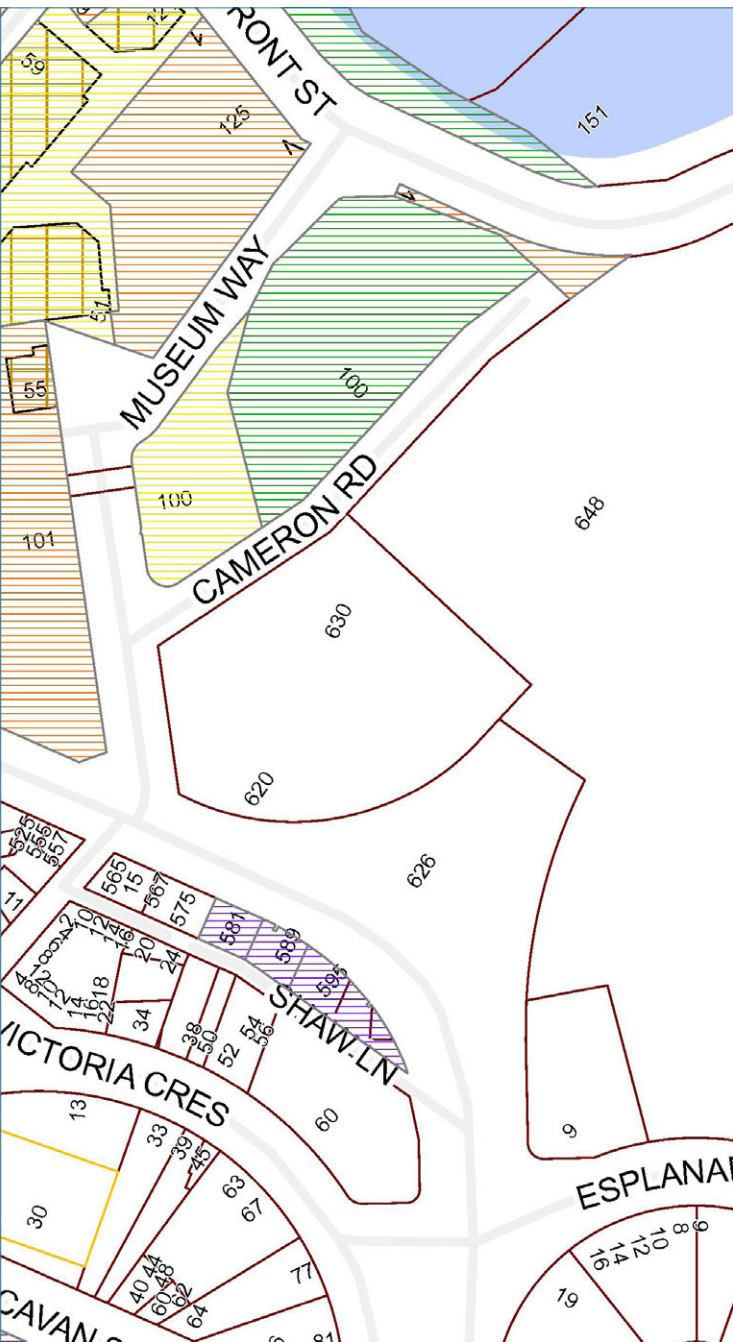
In total, the City of Nanaimo owns 885 hectares (2,187 acres) of land in fee simple within the municipal boundary. The majority of these lands are part of the City's extensive park system, which has seen significant additions in recent years. The City also owns land for fire halls, affordable housing, civic facilities (City Hall, Conference Centre, etc.), and for future transportation and mobility projects. The City also owns a few strategic properties in the downtown core that have been identified to play a key role in economic revitalization.

Outside the municipal boundaries, south of the City, another 483 hectares (1,194 acres) of land is held in fee simple. The primary use of these lands is for the drinking water system (dams, pipes, and water treatment facility). In addition, some forward-thinking leaders in the early 1900s purchased property out in the sticks to service a growing City in the future. Two notable acquisitions from that time include land for a future landfill and a gravel pit.



ACQUISITION LIST

The next step was to review the various corporate plans that identify potential land acquisitions. This resulted in a consolidated list culled from the Official Community Plan, Transportation Master Plan, Parks Master Plan, and Engineering Capital Plan, which was then cross-referenced with the inventory to see which lands had been purchased since the adoption of the plans. Real Estate staff also met with the keepers of the various



Developing an inventory of City-owned assets was an important first step in creating the Property Management Strategy.

plans to see if the acquisition list was still relevant and if other properties had been added or removed. This process proved to be of great value as the Real Estate team was able to take a strategic look at acquisitions and in some cases identify existing land assets that could be used for a specific project without further acquisition.

Once the draft inventory was complete, a workshop was held with staff representatives from across the organization. During the workshop, acquisition criteria were

developed, properties were prioritized, and the list was further refined as discussion took place. An important task was to consider the range of tools (see sidebar) that can be used to acquire land and identify which options could be used in place of standard fee simple acquisition.

DISPOSITION OPPORTUNITIES

The City inventory was shared during the workshop. Real Estate staff presented, based on the initial research, a list of disposition opportunities with the associated development opportunity and the value of the land. This was a very useful exercise as it educated staff about what the City owned and led to consensus on which lands truly were surplus. The strategy identifies short-, medium-, and long-term disposition opportunities and is one of the key metrics Real Estate staff use every year to evaluate the team's performance.

Annual Review

Every year a report is presented to Council that updates the acquisition and disposition lists, adjusted as needed.

PROJECT EXAMPLES

The following are examples of recent projects the Real Estate team has led in the City of Nanaimo.

Conference Centre Hotel

In 2004 the City of Nanaimo held a referendum to build a conference centre, parkade, museum, and hotel as part of a larger downtown revitalization program. The first three components of the project opened in early 2008, though the hotel, which was to be built by a private developer on City land, did not materialize due to the downturn in the economy. In 2016, the City hired a consultant to prepare a hotel feasibility study for the property to better understand the feasibility of the private sector building on the City-owned site. In 2017, the City issued a Request for Offers to source a developer for the property. Through the process, the City received six offers, four of which included hotel proposals. The City is now working with PEG Development from Utah to build a Courtyard by Marriot hotel on the property with an opening date of Spring 2019.

Parkland Acquisition

Linley Valley is a largely undeveloped area in North Nanaimo and contains wetlands and second-growth forest. The area is within the City's Urban Reserve and

MUNICIPAL GOVERNMENT LAND ACQUISITION TOOLS

While the majority of acquisitions by the City of Nanaimo are traditional fee simple acquisitions, the City also uses other tools to acquire and occupy land.

Purchase in Partnership

The City can acquire property through a partnership with another organization to share the purchase cost.

Gifting

A property owner can gift their property to the City. The City provides a tax receipt to the owner with a value equivalent to the market value of the land.

Ecological Gifting

Donors of ecologically sensitive land are eligible to claim an ecological gift income tax receipt, which does not subject the property to capital gains tax. The receipt requires approval through the Federal Minister of Environment and the Canada Revenue Agency. As the recipient of an eco-gift, the City of Nanaimo must protect the land in perpetuity and the City has a responsibility to maintain the biodiversity and environmental heritage of the site.

Density Transfer

Many areas within the City are zoned Steep Slope, which encourages developers to cluster development away from steep slopes and environmentally sensitive areas. The remainder of the land is then transferred to the City for public use or protection.

Land Exchanges

Through a mutually beneficial land exchange, each party trades surplus lands to the other party to better align with their respective strategic priorities.

Subdivision

Through the subdivision process the City acquires park dedication equivalent to 5% of the size of the property. The City also acquires road dedication from owners to upgrade the City's transportation and road network.

Lease Agreements

The City can secure the use of a property and an interest in the land on a long-term basis.

Licence Agreements

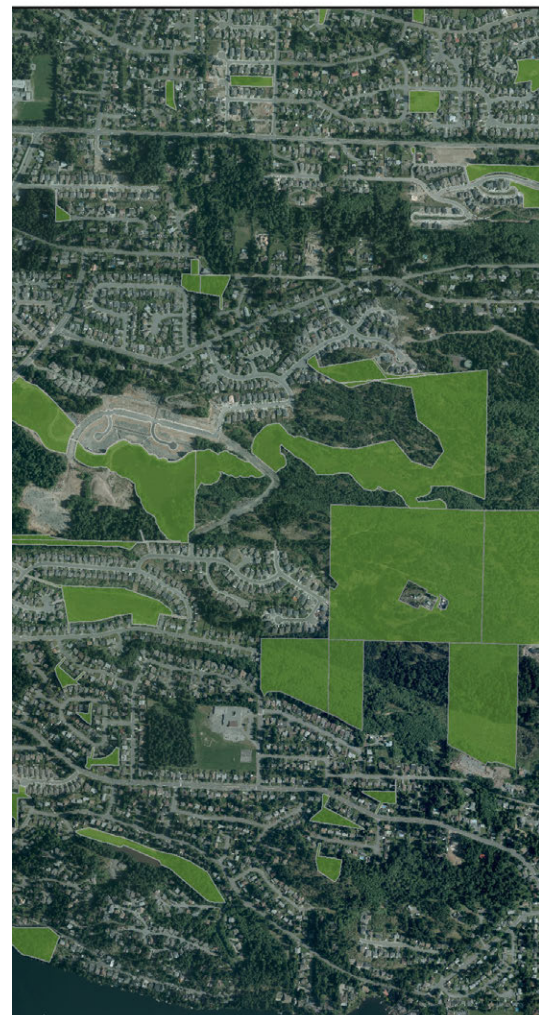
Licence agreements acquired by the City will usually be for short-term projects on a property where the City does not require an interest in the land.

Statutory Right-of-Way Agreements

With a statutory right-of-way agreement the City can acquire in interest to support water systems and trails over private property.

Expropriation

If negotiations for a critical project stall or fail, expropriation may be used as a last resort to secure a parcel of property or a right-of-way.





Downtown Nanaimo waterfront.



The Linley Valley Park system was increased to 164 ha during a three-month acquisition period in 2014.

has remained undeveloped due to the lack of adjacent services and high infrastructure costs. As development increased around the edges of the valley, the development potential of these lands increased and the City started to receive increased pressure from the community to protect the lands as park. In 2014 our council directed staff to implement a parkland acquisition program and to assemble as many of the properties as possible within a three-month period. The end result was the City acquiring 72 hectares (178 acres) of land, which increased the Linley Valley Park system to 164 hectares (405 acres). The acquisition program included fee simple purchases as well as land obtained through parkland dedication at the time of subdivision.

REDEVELOPMENT OF INDUSTRIAL WATERFRONT

The South Downtown Waterfront in Nanaimo includes the former CP Rail Wellcox Yard and the Nanaimo Port Authority Assembly Wharves. The active railyard is the terminus for rail on Vancouver Island. CP Rail listed the 21-hectare (52-acre) property for sale in 2010, which at the time proved unappealing to the development community due to the significant right-of-way encumbrances, environmental issues, and required infrastructure. The City took the lead in 2013 and acquired half the rail yard—almost 11 hectares (27 acres) for \$3.4 million, with a goal of owning the property as a long-term hold. Since that date, the City has completed detailed site investigations, demolished improvements, negotiated with encumbrance holders to free up underutilized land, prepared detailed engineering design work for access and servicing, and is in the final phases of completing a site-specific master plan.

CONCLUSION

The creation of the Property Management Strategy for the City of Nanaimo has been an effective way to coordinate the organization's real estate needs. It has educated staff and council about the City's land assets and provided for more meaningful conversations about how the land can be used to its highest potential. The City has been increasingly able to use municipal property to generate revenue and create economic development opportunities that would otherwise not have taken place. We would recommend a similar strategy to all of our partners in local government.

Photos and graphics provided by City of Nanaimo.



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ORGANIZATIONAL PROFILE

PROFESSIONAL ASSOCIATION OF MANAGING AGENTS (PAMA)



The world of property management is in constant flux. Industry professionals, whether in the rental, strata, or commercial fields, must remain current with legislative rules and regulations. The value of their services, to investors, clients, and the community at large, depends on up-to-date knowledge.

A major problem for the industry today is human resources. The industry needs new blood and existing professionals need to improve their knowledge and expertise to be ready to replace those long-term senior managers who have retired or are about to retire. PAMA is growing along with the industry. Client expectations demand up-to-date tools and knowledge, and PAMA is ready to provide the education.

PAMA has been providing education for residential property managers since 1970. Originally focused on rentals, PAMA's current educational courses, workshops, and seminars address both residential rental and strata management issues.

With the introduction of licensing for strata managers, PAMA became the authorized provider of the subsequent mandatory relicensing courses (REP). The first approved REP course for residential property managers, Insurance for Strata Managers, was introduced in December 2007, followed by Agency for Property Managers and Residential Tenancy Law. REP courses, now known as "E&O Insurance Legal Update," are rewritten every two years and offered in classroom format and online through the Sauder School of Business. PAMA is currently working on a new delivery model for REP for 2018 to meet the requirements of the Real Estate Council. This new model will include web-based options for remote licensees.

Topical seminars and workshops are offered throughout the year and are responsive to member feedback. In the past year, PAMA education included Smoking in Rentals & Stratas, Insurance for Strata Managers, and Airbnb in

Stratas and Rentals. The coming year will see an increase in sessions in Kelowna and Victoria and the introduction of live and recorded webinars as PAMA reaches out to members and other industry professionals outside the Lower Mainland.

PAMA also offers a certificate program for rental managers and front-line rental staff, consisting of three full-day workshops. These are repeated throughout the year.

The CPRPM® designation, awarded by PAMA, is the only provincially recognized designation that identifies professionals dedicated to the residential property management industry. The CPRPM® designation is available to practising residential property managers who have a minimum of three years of practical experience and have attained the educational and experiential requirements defined by PAMA.

Our members also include professionals who provide goods and services to the property management industry. With the help of these Associate Members, PAMA provides many opportunities for members to interact at courses and seminars.

In 2015, PAMA introduced Industry Awards, recognizing individuals for their superior achievements within five categories: Strata Property Manager of the Year, Rental Property Manager of the Year, Rookie of the Year—Rising Star, Industry Contributor of the Year, and Industry Leader of the Year.

PAMA offers many social and networking opportunities to members, including an annual Casino Night, spring and fall hikes, an annual golf tournament for charity, and an annual bowling event.

Visit the PAMA website for up-to-date course calendars, registration, and additional information: www.pama.ca.

CITY OF EDMONTON:

A NEW HOME AND MORE FOR THE MUNICIPAL ORGANIZATION

Robert Guenther, RI

The City of Edmonton's recently completed move to new accommodations was the largest relocation of a municipal organization in all of Canada. The move allowed the City to vacate nine leased sites and consolidate its operation into the new Edmonton Tower and two other buildings in the downtown core. We started to move our 3,200 staff in November 2016 and completed our last move in July 2017.

GETTING UNDERWAY

When I arrived in Edmonton to take the job of managing the City's move to new accommodations, the lease was already signed and construction of the new Edmonton Tower was just getting underway. The City had leased 414,010 square feet of office space occupying 17 of the 27 floors. The new tower was set to achieve LEED® Gold Certified and LEED® CI Gold for the tenant improvements. We named our project Civic Accommodation Transformation or "CAT" for short.

Having staff in so many downtown locations was affecting the City's operational efficiency and was one of the motives for relocation. The other was the desire to leverage the City's lease potential into a catalyst for downtown development. Ensuring that Edmontonians would have the highest quality of urban experience, with improved architecture and urban design, an integrated service centre, and reduced lease footprint were key goals leading to the choice to lease space in Edmonton Tower.

My initial project team consisted of just three people, including myself, and we began developing a project charter for this tenant improvement project that involved a massive relocation of City staff. We engaged a consultant to assist with developing the project team and mapping our way forward.

Once we had the roadmap in place, we set up the full team with business streams of work whose leads reported to the Project Management Office (PMO): Communications, Information Technology, Space and Alternative Work Strategies, Security, Place, Human Resources, Culture, and Finance.

It became very clear in the project's early days that if we were to succeed, we would need the support of IT, Human Resources, and Real Estate, which we referred to throughout the project as the three-legged stool. This project was so much more than just moving boxes. We soon discovered that the City's relocation had the potential to change the way the City of Edmonton worked.

We designed the tenant improvements for LEED® CI Gold. Maria Stopainig, Service Lead, explains: "The second floor of the tower created an opportunity for the City to consolidate all of its external-facing services into a one-stop shop. You can purchase anything from a dog licence to a building permit or pay for a parking ticket. We are now experiencing an average of 1,000 customers per day and at peak time can get 3,000 per day."



Left: Edmonton Tower.
Right: neighbourhood concept (top) provides distinct workspace that improves collaboration, supported by amenity spaces such as “now” rooms (above).



From left: collaboration space without technology; hoteling stations; collaboration space with technological aides; right-to-light layout.

CIVIC ACCOMMODATION TRANSFORMATION

We developed space standards to be implemented in Edmonton Tower. We went from a footprint of about 250 square feet per employee to 150 square feet with the new standards. We also developed Alternative Work Strategies (AWS), a right-to-light philosophy in our design, a refurbishment plan for furniture, a surplus equipment/furniture plan, a transition plan, an amenities plan, and additional plans as they arose. During the CAT, the City moved from Microsoft products to Google, giving us more options for document collaboration and online meetings.

Most moves were scheduled over the weekend to allow staff to be up and running by 8 a.m. Monday. We also staggered moves to allow for the refurbishment and reuse of furniture, which improved our environmental footprint by significantly diverting from the landfill. In the end, this allowed the City to reuse about \$1.3 million worth of furniture.

Something we did not think of at first but had to do was develop policies or directions around plants, coffee, and art. Beyond that, we sought approval to do no further reconfigurations in the space for nine months after the final move. We knew we needed to allow time for staff to adjust to their new space.

We were expecting an approval rating of under 30% for staff moving into the new tower but our initial surveys indicated an approval rating of over 80%. In my opinion, the reason we received such a high approval rating from staff was because of the additional cultural resources we provided to the project.

John Wilson, Culture Lead, explains his approach: “We created an organization-wide network of change agents,

predominantly front-line workers, who became peer-to-peer information resources on everything about the transformation. We then engaged them frequently and programmed the network with just-in-time information to support each phase of the project.”

In order to allow staff to work on numerous floors throughout the tower, one big change for the City was developing something we call “non-territorial” space. Many of the teams came from space where they controlled access to “their” floor and the meeting rooms on that floor. We had to undo this mindset in order to achieve our mobility targets (the number of staff that do not have an assigned desk). Our Executive Team and City Council agreed with the approach and this is now being rolled out to other City-owned buildings. This allowed us to keep in line with our “One City” approach, which strives to ensure we have a shared vision, are collaborative and integrated, that we communicate and share information, and are transparent.

We were tasked with achieving a 10% mobility target in the tower after move-in and a further 10% City-wide within three to five years after our final move. We are proud to say that we have already exceeded our first 10% target.

The space was designed using a neighbourhood concept—distinct workspace on a floor that improves collaboration and concentration and is supported by amenity spaces, such as meeting rooms and “now” rooms. The space is also characterized by a right-to-light philosophy, whereby offices and meeting rooms are located around the core of the building, ensuring that natural light can penetrate into the floor plate, unimpeded by solid walls. This provides natural light to employees who are at their desks the majority of the time. All of the furniture had to be functional with layouts that were conducive to a variety of work patterns. An average of 12 hoteling



stations—workspaces intended to be used for a short period of time, usually 30 minutes—were placed on most floors and all of the furniture was reviewed and approved by the City's ergonomist. All desks are sit-stand desks, which allow the user to have more functional options.

On July 20, 2017, the ribbon was cut to dedicate a multi-faith room for prayer, meditation, and smudging ceremonies. This not only showcased our culture, it demonstrated to staff we recognized their need for a safe space.

RESULTS

The outcomes we were trying to achieve, and will use to measure our success, are reduced sick time, reduced travel time to meetings, reduced meeting setup time (with same technology), reduced emails, employee retention, employee attraction, and making the City an employer of choice.

The move has created an opportunity for the City to undertake a total rethink of how offices work and service to citizens is provided in the twenty-first century. Years of research and consultation have yielded exciting results in terms of efficient space utilization, improved technological tools, and the promise of a more satisfied workforce likely to stay with the City longer. The bottom line: it is a better use of taxpayers' dollars. The Edmonton Tower is a forerunner for change and the new ways of working that will ultimately reach across all City business units and work groups.

Our new workplace is a supportive environment with increased opportunities for collaboration, teamwork, and mobility. Larger floorplates mean more people benefit from being close to each other and sharing ideas, planning projects, responding to questions, and more quickly meeting citizen needs. Larger floorplates

also gives employees the choice of where and how they work. They can use their own desks, shared workstations, small quiet spaces, non-bookable spaces ("now" rooms), meeting rooms with technology to enable Google hangouts and remote access, and even the café spaces—which are designed for informal collaboration, larger meetings, and social connection. We offered this with an increase in mobile devices such as laptops, Chromebooks, and smartphones. In previous buildings, we were providing one gigabyte of network capacity to a floor and in the Edmonton Tower we increased it to 20 gigabytes.

Scott Varga, Space Lead, describes the benefits of the new space and the importance of choice: "Edmonton Tower represents a smaller real estate investment per employee, but that's not because we blindly crammed everyone into a smaller workspace. We are building on a global trend to create more intelligent workspaces that allow employees to do their best work in the ways and places they choose, whether it be an assigned desk, a shared workstation, a drop-in workpoint, or other spaces in the two dozen choices available on each floor. It really is all about improving wellbeing in the workplace.

The project received a 2017 Province of Alberta Minister's Award for Municipal Excellence in the category of Larger Municipalities. For more information on how Edmonton Tower is designed to improve employee collaboration and service to residents, view the video: youtu.be/xruzkQhtyXA.

Photos and graphics provided by City of Edmonton.

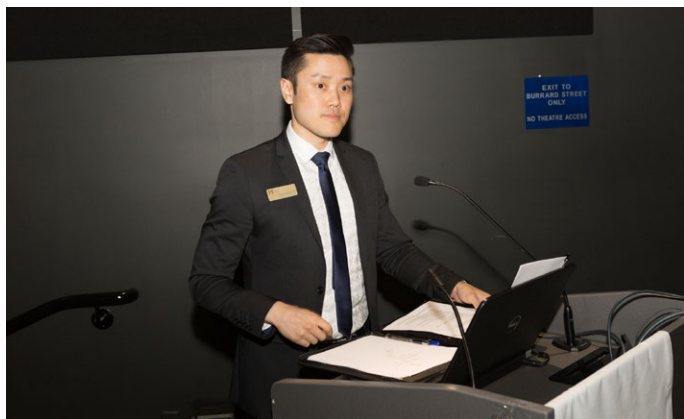
ANNUAL GENERAL MEETING AND RECOGNITION DINNER



AGM SUMMARY

On June 8, 2017, members attended the Annual General Meeting followed by REIBC's Recognition Event.

The event began with the opportunity to network in the foyer and lounge while enjoying a mix of delicious appetizers and cocktails. The Annual General Meeting began shortly after 6 p.m. with President Greg Steves sharing his thoughts on the Institute's recent accomplishments and its goals for the coming year. The AGM reviewed REIBC bylaws that were recently revised to align with changes to the Societies Act, and a lively discussion ensued about the research REIBC is conducting on continuing education to inform what educational opportunities the Institute can offer its members. All motions were carried.



RECOGNITION EVENT

Guests joined members at the Recognition Event to celebrate the Award of Excellence and members' longstanding commitment to the industry and REIBC.

This year we tried a new format with the event and rented a theatre room at the Scotiabank Theatre in downtown Vancouver.

Vaughn Palmer, Vancouver Sun columnist, was as our guest emcee, assisting us to award member Graham Allen with the 2017 Award of Excellence—and recognize his 45 years with the Institute! We recognized many other individuals, too, who have been members for 25, 30, 35, 40, 45 and 50 or more years with the Institute.

Once all the members were recognized, Vaughn Palmer led a spirited presentation on the provincial election held earlier this year and the subsequent change of BC's political landscape. He shared many insights and captivated the audience. He then opened the door to a very lively question and answer period that could easily have gone well into the evening!

After the presentations, attendees once again met in the foyer and lounge, this time for dessert and more networking. Many took the opportunity to continue discussion with Vaughn and take some photographs.



MEMBERS RECOGNIZED

25 YEARS

Ronald Arnett
Gary Bowker
Robert Buchan
Olive Campbell
Winnie Chan
James Cosco
Frank Edgell
David Freeman
Gary Gray
Brian Hossack
David Kirk
David Moore
Brian Pauluzzi
Wayne Randall
Ronald Richardson
Michael James Rogers
Bradley Scott
Ken Stephens
Ronald Townshend
Raymond Tsow
Scott Veitch
Linda Wright
Jeffrey Yip

30 YEARS

Zeone Andrijaszyn
Dean Bauck
Garth Cambrey
Roger Chong
Patrick Conroy
Rodney Cook
Philip Gustin
Brian Hagerman
David Hilliard
Geoffrey Johnston
Gregory Jones
Jacques Khouri
Ron Kunciak
Andrew Leung
Linda MacCaskill
Rory Macleod
Laurie McDonald
Brent J. Morgan
Robert Moss
Calvin Ross
Fredrick John Schmidt
John Schubert
Justin D. Stubbs
Scott Ullrich
Lorne Wiggins

35 YEARS

Peter Bretherton
Timothy Callaghan
Stephen Cunningham
Barry Fenton
Albert Hill
Marlene Johnson
Stanford Korsch
Philip Langridge
Orville D. Lim
Kenneth Myette
Alex Ning
Michael Robinson
Barbara Mary Smith
Wayne A. Smithies
Thomas K. Swann
Bruce Tanner
Victor J. Teng
Dyne Torgeson
Mark Wooldridge

40 YEARS

Robert Bailey
Andrew Barnes
James Crisp
Ada Ko
Susan Pearson
Steven Wong

45 YEARS

Graham Allen
John D'Eathe
Stanley W. Hamilton
Rudy Nielsen
Donald Taylor

HONORABLE MENTIONS

46 years: David Lane
Ronald P. Reynolds
John W. Toljanich
47 years: Kenneth A. Johnson
Lloyd Gary Kenwood
48 years: Michael Naish
Andrew Pearson
49 years: Ronald H. Pope
James Tutton
Harold L. Waddell
51 years: Vaughan Bruneau
54 years: Ian Macnaughton



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ASK A LAWYER

John McLachlan, LLB

Q: *Can local governments purchase and sell land and improvements without restriction?*

A:

The general rule with regard to local governments is that they do not have the power to do anything except that which they are authorized to do through legislation. There is a vast array of legislation that applies to local governments but the three primary pieces of legislation are the Community Charter [SBC 2003] Ch. 26 (the “Charter”), the Local Government Act [RSBC 2015] Ch.1 (the “LGA”) and, in Vancouver, the Vancouver Charter [SBC 1953] Ch. 55 (the “Vancouver Charter”). A review of these pieces of legislation provides an outline of the ability of local government to acquire and dispose of real property and the process involved.

The discussion below deals generally with the acquisition and disposal of land and improvements, but there are also specific powers and restrictions under the legislation with regard to specific types of property such as highways, water systems, sewage systems, and other utilities that are not covered in this article.

MUNICIPAL POWERS UNDER THE CHARTER

Municipalities had no powers in relation to acquiring and disposing of property prior to the Charter, unless those powers were expressly given in the legislation. Now, under the Charter, there is a presumption that municipalities have the capacity, rights, powers, and privileges of a natural person of full capacity unless those powers are limited by the legislation. This change now gives broader powers to municipalities to purchase and dispose of municipal assets in ways that best benefit their communities.

Prior to the Charter, if municipalities wished to dispose of land and improvements they, subject to certain

exceptions, had to make the lands or improvements available to the public for acquisition. With the coming into force of the Charter, municipalities no longer have to make land or improvements available to the public for acquisition and can sell the land and improvements directly to individuals subject to certain procedural requirements and restrictions.

In particular, prior to a council disposing of land and improvements, it must publish notice of the proposed disposition pursuant to section 94 of the Charter. The notice must be posted and published in the newspaper, and in the case of property that is available to the public for acquisition the notice must include:

- (a) a description of the land and improvements
- (b) the nature and, if applicable, the term of the proposed disposition
- (c) the process by which the land or improvements may be acquired

In the case of property that is not available to the public for acquisition, the notice must include:

- (a) a description of the land or improvements
- (b) the person or public authority who is to acquire the property under the proposed disposition
- (c) the nature and, if applicable, the term of the proposed disposition
- (d) the consideration to be received by the municipality for the disposition

Municipalities had no powers in relation to acquiring and disposing of property prior to the Charter, unless those powers were expressly given in the legislation. Now, under the Charter, there is a presumption that municipalities have the capacity, rights, powers, and privileges of a natural person of full capacity unless those powers are limited by the legislation. This change now gives broader powers to municipalities to purchase and dispose of municipal assets in ways that best benefit their communities.

Pursuant to section 94 of the Charter, the notice must be posted in the public notice posting places at the municipal halls and the notice must be published in a newspaper that is distributed at least weekly in the area affected. Unless otherwise provided, the notice must be published once each week for two consecutive weeks before the disposition occurs.

Another limitation on the municipal powers to dispose of property is found in section 25 of the Charter, which provides a general prohibition against assistance to business in that the council must not provide a grant, benefit, advantage, or other form of assistance to a business. This provision restricts the ability of the municipality to dispose of property to a business for less than market value.

Where land is being offered or sold for less than market value to a person or organization other than a business, notice must also be given of that intention.

Because of the significance of parks to the community, there are special provisions with regard to parkland. Parkland is land that has been dedicated as a park on a subdivision, or otherwise dedicated by bylaw, or has been provided in place of development cost charges by a developer. Pursuant to section 27 of the Charter, council may only dispose of parkland in exchange for money or in exchange for other land and by bylaw adopted with the approval of the electors, and provided that the proceeds of the disposal are to be credited to a parkland acquisition reserve fund.

Where a land exchange is proposed, council may only dispose of all or part of such parks in exchange for other land suitable for a park or public square. When such land is taken in exchange by a municipality, it is dedicated for the purpose of a park or public square and the title vests in the municipality.

REGIONAL DISTRICT POWERS UNDER THE LOCAL GOVERNMENT ACT

Much like municipalities, regional districts also have the ability to acquire and dispose of land and improvements.

However, for the most part, that ability is set out in the LGA.

A regional district's ability to deal with land and improvement is set out in section 263 of the LGA, which gives a regional district the specific power to "acquire, hold, manage and dispose of land, improvements, personal property or other property, and any interest or right in or with respect to that property."

Unlike a municipality, section 285 of the LGA requires that a board make land or improvements available to the public if it intends to dispose of them, except for in certain circumstances as set out in that section. The land or improvements do not need to be made available to the public if the disposition is one of the following:

- a) to a not-for-profit corporation
- b) to a public authority
- c) to a person who, as part of the consideration for the disposition, will exchange land or an improvement with the regional district
- d) to a person under a partnering agreement that has been the subject of a process involving the solicitation of competitive proposals
- e) a disposition of land to an owner for the purpose of consolidating the lands

Regional districts are required to provide notice of any intended disposition of land or improvements along the lines of what is required by municipalities.

All money received by a regional district from the sale of land or improvements must credit a reserve fund, which must be put toward the repayment of any debts incurred by the regional district from the purchase or management of the land or improvements as the debt matures together with interest. There is no similar restriction for municipalities.

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As with municipalities, if the proceeds are from the sale of parkland, a regional park, or a regional trail, the proceeds must be placed in a reserve fund established for the purpose of acquiring parklands.

VANCOUVER'S ABILITY TO DEAL WITH LAND AND IMPROVEMENTS UNDER THE VANCOUVER CHARTER

Under section 190 of the Vancouver Charter, council has the power to dispose of any real property owned by the city by way of sale, conveyance, lease, or licence when in the opinion of council such property is not required. The city may dispose of the property on such terms and conditions as may be deemed expedient and to accept money or other property in exchange.

This power to dispose of property is limited in that the city cannot sell any parcel of real property that exceeds four hundred thousand dollars in value to any person other than a Crown agency or the provincial or federal government unless there is an affirmative vote of two-thirds of all the members of council.

It is difficult to challenge any sale of property by the City of Vancouver. Section 150 of the Vancouver Charter states that the determination of council as to the time when, the manner in which, the terms on which, the price for which, or the person to whom any city property that the council may lawfully sell shall not be open to question or

review by any court if the purchaser is a person who may lawfully buy and the council acted in good faith.

CONCLUSION

Local governments generally have broad powers to acquire and dispose of real property in British Columbia, subject to the procedures and restrictions on those powers as set out in the legislation.

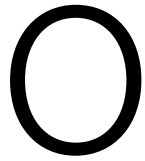
Screen shot of City of Vancouver website: <http://vancouver.ca/doing-business/city-owned-properties-for-sale-or-lease.aspx>, accessed November 27, 2017.

CITY OF PENTICTON:

SMART PLANNING AND COMMUNITY DESIGN BRING OPPORTUNITY AND INVESTMENT

Andrew Jakubeit





Often described as being in the heart of Okanagan wine country, the descriptors for the City of Penticton are changing as this vibrant, waterfront community—Penticton is buffered by lakes on its north and south ends—approaches planning with a smart and sensitive look at its downtown core, density, and development. Penticton is growing, developing, innovating, and revitalizing.

Growth is a key word for attracting and retaining residents, businesses, and an expanding community of remote workers who deliberately choose the South Okanagan lifestyle and the opportunity to “live here” and “work there.” Growth, though, comes with deliberate and thoughtful decisions on everything from housing to the local hospital.

BUSINESS IS GROWING

Charming shops, award-winning dining options, professional service providers, and a multitude of other businesses choose Penticton as a home base. Many make their way to the compact core at the north end of the city, famous for its seasonal outdoor markets as well as festivals and events that not only attract tourists, but also make it easy to enjoy living in a so-called “tourist town.” Personal stories often begin with how a visit or two to Penticton turned into a decision to set down roots and open the doors to opportunity.

One need only look at the increasing number of business licences to see how much Penticton has grown. Commercial business licences have increased by more than 525 from 2016 to 2017. Home-based services have increased by 100 in the same time period, as virtual workers make their way to Penticton and they, and others, embrace the freedom and flexibility of working for themselves. Seasonal work, inter-community businesses, and other categories all show increases. Late autumn typically heralds a slower season for startups in the city, but an average of four business licence applications continue to be submitted each day and the downtown core is showing signs of having the lowest commercial vacancy rates in years.

And as more people establish their homes and businesses, so does more development happen.

ACTIVE AND INNOVATIVE DEVELOPMENT

An increase in business and the staff that come with it naturally translates into an increase in development, and not just in office space and commercial buildings, but in housing, amenities, and more. The landscape and indeed the skyline of Penticton are changing.

Look up.... While cranes may not be the first thing that comes to mind when admiring the mountains and spectacular scenery, the \$325-million expansion of the Penticton Regional Hospital has attracted attention. A much-needed second tower grows a little higher every day and has received an unprecedented amount of community support. A healthy populous needs a place for health care, and Penticton has embraced the PRH expansion with open arms. New services and technology will mean less travel to larger centres, better and faster diagnostics, and more comfortable care overall. With the presence of the University of British Columbia Faculty of Medicine, the building is tied directly to the practical training of the next generation of health care professionals.

With growth also comes addressing the needs of families. The Penticton Campus of Okanagan College recently opened the doors to a new child care centre that, while on campus, is open to use by the wider community. Following on the heels of its LEED Platinum, environmentally innovative Jim Pattison Centre of Excellence, the child care centre has been planned as one of the greenest buildings of its kind in Canada, if not North America, and has engaged the college’s own students in green-building programs to work on it. Little Learners Academy child care centre will be the first commercial building in Canada to be built to Passive House standards, and the process of adapting these strict specifications to a commercial structure required extensive consultation with the leading Passive House experts in Europe. Not only will the young students attending this facility be learning in one of the most healthy, sustainable buildings, the programming is designed to offer care during days and evenings to support full- and part-time college students taking nighttime courses.



Above and right: Penticton Lakeside Resort.

And as far as visitors go, the new six-story tower at the Penticton Lakeside Resort is a triumph in sustainable wood architecture thanks to local innovative company Structurlam and its Cross-Laminate Technology. Next year, the Lakeside Resort will begin construction on a 15,000-square foot lakeview conference centre.

Other developments are following suit when it comes to sustainable building practices—not only a smart choice for the environment, but an economical one as well.

There's clearly a lot of confidence in Penticton's tourism market: 2018 will see ground-breakings for two new hotels centred around the South Okanagan Events Centre (SOEC), adding another 150 rooms to the accommodation inventory. The SOEC campus site is already impressive—home to a 5,600-seat arena, Okanagan Hockey School, BC Wine Information Centre, Travel Penticton Visitors Centre, Penticton Trade and Convention Centre, Memorial Arena, a curling rink, a multipurpose community centre, and the brand new Gateway Casinos facility. The 19-acre parcel of land lies alongside Highway 97 and regularly draws crowds for world-class entertainment.

LIVING WELL

But what about the residents?

It's hard to turn a corner in Penticton and not see new construction and the development of new neighbourhoods, both downtown and in the hills overlooking the city. Housing stock is a critical component of the city's development ambitions and Official Community Plan. It's no surprise that finding the right home in the right neighbourhood is a component of keeping citizens happy and engaged.

A variety of housing developments are underway in Penticton, from single-family homes to modern apartment, condo, and townhouse options, giving consideration to owners and renters, not to mention longer-term vacationers and even triathletes who spend extended time in the region to train for world-class athletic events.

There is much happening in urban development and the creation or revitalization of neighbourhoods. Between 2014 and 2017, more than 1,100 new residential units



There are many ways to invest in Penticton, and not just in the land. Investment here can certainly be tangible in real estate and development, but the possibilities to establish or grow a business, and create an incredible lifestyle for you and your family, are almost endless.

—Mayor Andrew Jakubeit

were created—a healthy mix of inventory throughout the housing continuum. In 2016, the construction values indicated by building permits were at record highs since before the 2008 crash, and 2017 is poised to improve on last year's numbers.

Looking from above the city on the east side, the Sendero Canyon subdivision of single-family and multi-family dwellings—over 200 lots—is close to being sold out, with another 110 lots coming online in late 2017, while just further south the Pineview area has 50 new residential units and looks over to another 42 units at Cedar Road. Heading to the south end of the city, Skaha Towers boasts 180 residential units and another 119 rental units are just a few blocks away.

Addressing affordability and the diversity of the Penticton population, several former hotel sites will be converted to transitional housing. The City of Penticton recently partnered with BC Housing in the development of a 52-unit affordable housing development in the downtown core.

And the downtown core, dotted with coffee shops, restaurants, breweries, and even a distillery, is attracting more Pentictonites to live, work, and walk to amenities downtown. A new urban winery is taking shape on the site of the old “PenMar” movie theatre, and it has uncovered stunning ceilings and a hidden infrastructure that will enable multiple purposes for wine aficionados, foodies, and arts and culture goers.

In terms of housing, developers have been densifying the area with modern urban townhouses, duplexes, and condos, creating a genuine and vibrant downtown culture. It'll be easy for residents to walk or bike just about anywhere, and plans for car-sharing are in the works for a New York-style residential building on Front Street—a self-proclaimed colourful shopping area a just a few blocks from Okanagan Lake and downtown parks.

In addition, the downtown periphery is already welcoming more than 70 new residential and rental units, increasing density around the downtown, while the city's urban villages just outside the south end of the downtown core have seen infill development, including 125



rental units, plus a development featuring 18 seniors-supported housing units.

Even more will come in 2018–2019 as urban village areas are developed and as more lots in the picturesque hills above the city are opened; this will include new construction at the Skaha Hills site managed by the Penticton Indian Band, overlooking Skaha Lake and next to wineries that surround this smaller lake that borders Penticton's south end.

REVITALIZATION IN THE DOWNTOWN CORE

Both business and residents are embracing an emerging downtown lifestyle of walking to work and shopping, or

adopting the virtual worker lifestyle: work at the home office, hit a nearby trail (such as the famous Kettle Valley Trail) for a bike or hike, and end the day at a café or wine bar.

The municipality works closely with the Downtown Penticton Association and others to plan improvements to the city's downtown, acknowledging that welcoming and vibrant cities, no matter their size, are culturally and economically impacted by thriving downtowns.

When it became clear that some of the underground services were reaching end-of-life, a project was undertaken to blend critical upgrades with a re-visioning of the downtown core. Consultation on streetscape improvement began back in 2012 and has included beautification,

As a developer and investor, we recognize the strategic planning Penticton is undergoing to build and expand a diverse community, with an eye on creating neighbourhoods that are vibrant and enjoyable for everyone. That means bringing together a range of residential options and commercial development, while supporting innovative ideas on design, inside and out. It's great to see these exciting changes coming downtown and we at Chase Valley are delighted to be a part of it.

—Trevor Caine, President, Chase Valley Group

enhanced outdoor seating and bike racks, and a lot of paint and polish to improve building facades. Now, in 2017, two blocks of Main Street have been overhauled to replace the water mains and servicing underneath. The biggest change to the landscape was a move to widen the sidewalks and create a more pedestrian-friendly experience, allowing for walkable exploration to admire street art—murals and a number of sculptures are visible around downtown and along the waterfront.

At the start of the revitalization process, when community members were asked, “What makes downtown great?”, common responses were the farmers’ market, outdoor concerts, xeriscaping, and heritage. Other prominent attributes of the downtown included shops, the beach, restaurants, the street, walking, and buildings. In answering the question, “What would you like to see downtown?”, the most significant word that emerged was “more”... more shops, more green space, more events, more pedestrian spaces, more public art, and the list goes on.

Now, in the next phases of downtown revitalization, diverse choices in residential options are coming downtown, and smart planning continues, block by block, with considerable consultation and ongoing reference to Penticton’s Official Community Plan. Many projects, ranging in size and scope, are contributing to revitalization, with short-, medium-, and long-term implementation. Density is a key word in revitalization.

Community engagement has been critical and has followed a number of principles: pedestrians first, creating a

healthy downtown, having a strong identity and character, and “making it real,” among others. The vision? Mobility, green, use and form, and infrastructure. Each piece of the vision has its own distinct layer, and each layer must interact and blend with the others. The green vision looks at enhancing the natural environment. Use and form looks at the character and design of parks, multi-level buildings, and the character of those buildings. In turn, “character areas” are part of smart planning, with areas designated as the civic district, entertainment district, and cultural district, each now taking shape with appropriate and thoughtful development to include affordable housing that increases the number of residents who make downtown Penticton their home.

THE EIZ PROGRAM

A key item for the City of Penticton is the implementation of economic investment zones. The Economic Investment Zone program is part of the City’s growth strategy. It focuses on growth in the downtown and employment centres—targeting specific uses that will have community-wide benefits. In a nutshell, bylaws have been introduced since 2010 to encourage development through exemptions to municipal taxes.

The EIZ program was first established when the City was facing low levels of development and had begun to focus on two main strategic areas for revitalization and enhancement: the downtown and the waterfront areas. The program was intended to stimulate building development and job creation in general as well as direct

It's an exciting time here as we see development in many areas and plan for the future of Penticton. There are not many places in the world like this city, and it is a great time to explore all of the diverse opportunities.

—Anthony Haddad, Director of Development Services



investment to specified areas of the city. By mid-2017, 40 projects had qualified for exemptions reaching approximately \$50 million in construction activity, and over 300 new jobs were tied to these developments. Of the 40 projects, 30% were new investments into the community.

A healthy portion of these projects support downtown revitalization with more downtown apartments and hotels, and with facade updates to both established and new businesses. Qualifying downtown projects for the exemptions have been projects supporting the goals for increased downtown vibrancy: two micro-breweries, one distillery, and a multi-cinema complex, to name a few. Others are near the downtown core, such as the new casino and wine information centre.

THE OCP

All of the development and real and perceived investment in people and infrastructure is ultimately driven by the City of Penticton's Official Community Plan, the road-map for current and future planning. And, as with the steps to revitalize the downtown area, the OCP is driven by consultation and engagement with the community, including the Penticton Indian Band and the community of Naramata.

It's also data driven: planning must take into consideration the demographics of the Penticton metropolitan area from the average age and average household to employment and housing stock. On the latter, from 2011 to 2016 there has been a drop in Pentictonites living in single-detached houses, but increases across the board in row houses, duplexes, and apartments, clearly pointing to the need for densification and concepts such as cluster housing. And that's where development and construction is happening in the city.

The OCP is a living document and it is being reimagined through 2017 and 2018. The research phase has taken place. Visioning the values and aspirations began in the spring of this year. Ongoing as 2017 comes to a close:

identifying ideas and priorities that test the vision and policy areas that need to be drafted. Next? Refining those policies with an ultimate goal of a draft OCP in the summer of 2018. All of this is based on community—out-reach, conversations, analysis, and feedback.

Engagement throughout the OCP process has taken place in person (including at popular events) and online with a variety of stakeholder groups and citizens. High-schoolers, non-profit groups, seniors ... as many touch-points as possible have been a part of taking the pulse of Penticton. A task force is charged with providing input on the process.

We've asked, "What do you love about Penticton? What are your hopes for the future of Penticton and what are your concerns?" Hopes: affordable housing, environment, economy, and recreation. Concerns: safety, environment, employment, and engaging youth. The emerging themes: Penticton wants to be healthy, diverse, accessible, livable, affordable, and provide a good quality of life.

WHAT'S NEXT?

As the Official Community Plan takes shape, Penticton is eyeing an exciting future in the continued smart design of a vibrant city.

While citizens are asked, literally, to shape their city by contributing to conversations about the OCP, economic development is adding digital tools to its roster to attract new people and businesses to Penticton.

Start Here Okanagan is a new online portal inviting employers and job seekers to interact and connect with each other. Featured sectors, such as health care and trades, make it easier for those seeking employment to look for opportunities to work in Penticton and to address unique challenges like spousal employment (you've got a new job, now your partner needs one) and reveal what levels of education are being sought by employers in the region. Start Here Okanagan shows that there are big opportunities in a small city, with a nod to taking advantage of the energetic lifestyle in the South Okanagan. A central job board with a wide variety of postings drives the site and gives employers a new place to find workers.

For the more entrepreneurial, or those "digital nomads" who can work from anywhere, there is PentictonWorks, which seeks the virtual or remote worker as well as online businesses. Think telecommuters, satellite

workers, and home-based businesses. Predictions are that by 2025, 30% of workers in North America will be working in a virtual environment. Penticton offers the technology they need, from high-speed networks to support services and co-working, and research shows that in Canada, these workers are interested in smaller communities with a lower cost of living and access to all-year outdoor recreation. Penticton offers beaches, trails, rock climbing, skiing, and numerous world-class sports events.

There's already a number of virtual workers in Penticton, often tied to the growing tech sector in the Okanagan. Some say the Okanagan is "Napa North," with a tip to the wine industry, but it's also called "Silicon Valley North," with a nod to tech.

Penticton is a modern centre in which to live, work, and play, and investing in its future is a smart move whether you are starting a brick and mortar business, working via laptop from your condo overlooking the lakes and vineyards, or investing in the real estate and infrastructure needed to house, entertain, and employ those coming to the city.

The city bills itself as a vibrant waterfront community, and residents will surely repeat the meaning of the word Penticton—"a place to stay forever"—to anyone who visits. Many who come to the region as visitors recognize that the opportunities in Penticton, like the surrounding orchards, are ripe for the picking.

Photos provided by City of Penticton.

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Back row, left to right: Clayton Olson, Geoff Radtke, Doug Gilchrist, Sean McGinnis, Russell Cooper
Front row, left to right: Cindy Nesselbeck, Greg Steves, Daniel John, Troy Abromaitis, Susan Antoniali, Keith Maclean-Talbot

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Fraser Valley

Russell Cooper, RI

Kootenay

Sean McGinnis, RI

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Cindy Nesselbeck, RI

Greg Steves, RI (past president)

NEW GOVERNORS



CINDY NESSELBECK, RI

My career in real estate began in Victoria in 1982 when I had the opportunity to join the head office of British Columbia Buildings Corporation. Considered the province's largest landlord, BCBC provided me with exposure to many aspects of real estate matters, including property acquisitions and disposals, leasing, appraisal, property management, portfolio management, strategic planning, and negotiations.

In 1997, I moved with my family to Nanaimo where I was fortunate to have the opportunity to work for the City of Nanaimo, first as a property agent and later as manager of the City's Real Estate Department. These positions provided valuable experience in the various regulations that govern municipal real estate dealings and the provision of public infrastructure. I am currently enjoying self-employment as a land consultant in the central Vancouver Island area, where I specialize in real estate transactions for local governments.

I have been a professional member of REIBC since receiving my Urban Land Economics diploma from UBC in 1990. I have been honored to serve in both the Victoria and Nanaimo chapters and look forward to contributing to the organization further in my new role as governor.



CLAYTON OLSON, RI

My name is Clayton Olson, and I am honored to represent the REIBC membership by sitting on the Board of Governors. I have been involved with the Institute since 2014 with the Marketing and Branding Task Force, tasked with developing a new marketing and branding strategy for REIBC. I continued my involvement with the Institute through a nomination as director with the Vancouver Chapter, and in early 2016 I assumed the role of chair of the Vancouver Chapter. In my time serving as director and chair, I took the lead on a number of events, including last year's wildly successful Summer Boat Cruise.

My current role as a senior appraiser with BC Assessment involves daily interaction with brokers, appraisers, lawyers, and developers, and provides me with a variety of perspectives that I knew would bring a well-rounded outlook to the ongoing discussion on how to better position REIBC and its members as we move forward.



GEOFF RADTKE, RI

I currently work for BC Assessment as a deputy assessor in the Northern BC region. Our region covers a large portion of the province and includes field offices in Williams Lake, Terrace, Prince George, and Dawson Creek. I have worked for BC Assessment since relocating to British Columbia from Ontario in 2006.

I became interested in REIBC upon attending some of the Institute's social events in Prince George; I started working on our local chapter committee and had the chance to attend recognition events and the Presidents Luncheon. After speaking with many of the members that attended those events, I became interested in serving as a governor. REIBC has afforded me the opportunity to connect with many real estate professionals throughout the province and build relationships that I can use in my job on a daily basis.

DOWNTOWN SURREY BUSINESS IMPROVEMENT ASSOCIATION: THE EVOLUTION OF SURREY

Elizabeth Model



Simon Fraser University – Canada's first Energy Systems and Environmental Engineering program.

There is no denying that the City of Surrey is growing up. Tower by tower, the cityscape of Surrey has been changing, bringing new energy and a new appearance to a burgeoning city that is now the second largest in the province and twelfth largest in Canada.

Since 2001, the Downtown Surrey Business Improvement Association has witnessed first hand the growth of a new and vibrant metropolitan centre. From the new city hall to a cutting-edge technology hub, recent developments are breathing new life into Downtown Surrey.

When Surrey was incorporated as a city in 1993, no one could have foreseen the tremendous growth taking place in Surrey today. With the current population estimated at 539,632 and over \$12.3 billion invested in new construction over the past decade, Surrey is the home of endless potential. The City Centre neighbourhood has experienced the fastest population growth rate for the past 10 years at 3.7%. There are over 1,400 businesses located within City Centre alone. Its current workforce is more than 25,000 and is projected to reach close to 32,000 by 2021.

It's not hard to see why businesses are choosing Surrey. The region has approximately 48% of Metro Vancouver's vacant industrial land—the potential to grow is limitless. The City of Surrey's business tax rate is the second lowest in the Lower Mainland and the city has been repeatedly named one of Canada's top real estate investment cities by Western Investor Magazine.

Each new development brings new ideas and faces to the city, altering both the skyline and community fabric in a way no one would have expected 30 years ago. As more and more businesses and merchants opt to locate their headquarters in Surrey, new demand for designated districts give rise to education, community, and state-of-the-art technology hubs.

EDUCATION

The City of Surrey is home to the largest public school district in BC and comprises 100 public elementary schools, 21 public secondary schools, and two universities—Simon Fraser University and Kwantlen Polytechnic University.

Since opening, Simon Fraser University's (SFU) Surrey campus has been attracting bright young minds from the Lower Mainland and across the globe and has enrolment of over 5,000 students. SFU has developed valuable partnerships with community leaders, notably the City of Surrey (organization) and Fraser Health.

Described as an "urban campus embedded in the community," SFU is located in one of the most innovative developments in Canada—Central City. Unlike any other campus in British Columbia, Simon Fraser University's 300,000-square-foot Surrey campus is located in a mixed-use building. Comprising Simon Fraser University, 640,000 square feet of Class A office space, and 550,000 square feet of retail space, Central City is an award-winning development located at the centre of it all.

Late last year, Prime Minister Justin Trudeau and the former premier, Christy Clark, announced a new \$126 million expansion of SFU's Surrey Campus. Expected to open next year, the new 160,000-square-foot development will grant new degrees in energy systems and environmental engineering.

Another exciting, new post-secondary development is Kwantlan Polytechnic University's (KPU) Civic Plaza campus—a \$200-million, 52-storey multi-use building complete with teaching areas and residential space. Slated to open in 2018, the five-storey KPU Civic Plaza will be centrally located next to Surrey's City Hall and City Centre Library. The Civic Plaza will feature a 144-room hotel, 349 condos, and five floors of campus space, and it will offer exciting graduate diplomas and certificates for students looking to pursue higher education.

Diversity makes up the community fabric of Surrey. Forty-six percent of the city's population is made up of visible minorities and 102 languages make up the city's distinct voice. Accompanying the increase in international families comes the demand for more housing and education opportunities for international students.

A 50-storey GEC Education Mega Center proposed for Surrey City Centre will offer just that. Offering recognized degrees, specialized programs, English-language training and more, the \$200-million GEC Education Mega Center will provide new classroom space, a computer centre, an electronic library, and student lounges.



From top: Downtown Surrey;
Downtown Surrey 2030;
Downtown Surrey 2040.



In addition, the proposed education centre will offer residential suites for long-term international students and student hotels for short-term students and visitors.

COMMUNITY

In spite of all these new developments changing the look of the city, there still exists a deep sense of community. Over the past few years, we've seen several municipal buildings erected in City Centre, establishing a new sense of civic pride.

The Surrey City Centre Library, which opened in 2011, provides a space for reading, studying, and community gathering. Designed with community input through social media channels, the City Centre Library is a LEED® Gold Certified building created with the community in mind, first and foremost.

Located just steps away from the City Centre Library is Surrey's new \$90-million City Hall. Hosting not only council meetings, but also business functions, performing arts, and cultural events, it is also LEED® Gold Certified.

HEALTH AND TECHNOLOGY

Among the numerous developments is also the largest capital investment in the history of health care in BC—the \$600-million dollar expansion of the Surrey Memorial Hospital.

To keep up with the growing population, the expansion included a new emergency department, more services for high-risk newborns, more patient beds, a rooftop helipad, and academic space. Completed in 2014, the project created 3,760 construction jobs, a new eight-storey critical care tower, a neonatal intensive care unit with 48 bassinets, an adult intensive care unit with 25 beds, a new laboratory, and 444 parking stalls.

Quickly becoming one of the most dynamic business centres in Canada is the Health and Technology District. Born out of a dual vision to improve health care and to create a collaborative space for businesses, scientists, and health-care providers, the new Health and Technology District has been attracting skilled workers to a new ecosystem of like-minded organizations. A series of eight office towers, its first building was completed in 2014. While the second building is slated for completion later this year, the Health and Technology District has already garnered much attention within the technology and scientific communities. In early 2017, 22 companies—a mix of existing companies looking to relocate and new startups—signed on within the span

of 90 days, and all are developing different types of technologies.

Once completed, the Health and Technology District is projected to create over 15,000 jobs locally and inject \$1.1 billion annually to the local Surrey economy. Located between Simon Fraser University and Surrey Memorial Hospital, the district is expected to be completed within the next decade and will be the catalyst for the next big breakthroughs in health care technology.

DOWNTOWN SURREY BUSINESS IMPROVEMENT ASSOCIATION

To say that Surrey's come a long way is an understatement. In 2001, a group of business and property owners came together in Whalley to discuss community issues. The Whalley BIA was officially created in April 2003, and members voted to change the name to the Downtown Surrey Business Improvement Association (DSBIA) in 2007.

The challenges the DSBIA faced over the years changed as the city did, but the association's main goals have remained the same—to assist businesses in financing, marketing, promotion, and revitalization programs and to promote and improve Surrey's City Centre.

New developments are often a long process and involve multiple stakeholders. The DSBIA plays an active role within that decision-making process where developments fall within the DSBIA's boundaries. Decisions for new developments are ultimately made at City Hall based on Surrey's Official Community Plan—a series of objectives and policies that provide a guideline for the City's planning decisions.

Roundtable discussions, including input from the business community, are a large part of the process. On behalf of the members of the DSBIA, a spokesperson will often speak to the proposed development to ensure that members have a voice in the changes that directly affect their community and businesses.

While the DSBIA has been working hard to help the city grow and develop for over 15 years now, the next 15 look even more promising. With exciting new developments coming online daily, and fresh plans in the works, the future of Surrey is not only bright, but inspiring.

For more information on the DSBIA and City of Surrey development, visit: downtownsurreybia.com and surreycitycentre.ca.

Photos and renderings provided by Downtown Surrey BIA.

REIBC'S 24TH ANNUAL CHARITY GOLF TOURNAMENT



The 24th Annual Charity Golf Tournament, Dinner, and Auction was held on June 21, 2017, at Richmond Country Club. The event supports the Make-A-Wish Foundation of BC and Yukon, and since the tournament's inception REIBC has raised over \$521,000 in charitable donations.

Since 1983, the Make-A-Wish Foundation has granted more than 1,700 wishes to children with life-threatening medical conditions, aiming to enrich the human experience with hope, strength, and joy. Through the generous support of the participants and sponsors of the annual golf tournament, REIBC was able to donate \$36,156 to the foundation this year.

Registration for the event fell just short of a sell-out with 135 golfers registered and another 25 guests for dinner. Sponsorship for the tournament, however, was strong with 18 Platinum and seven Gold sponsors.

All available par threes were covered with Hole-in-One sponsors, including REIBC (\$20,000 cash), Dueck Auto Group (2018 Chevy Equinox), and Freeway Mazda (2017 Mazda 3). Prizes of holidays, golf equipment, and golf apparel were available in addition to the major prizes, but, unfortunately, all prizes went unclaimed as an "ace" was just as elusive as a \$1 million single-family home in the Lower Mainland!

Once again, the weather cooperated by providing beautiful sunshine, and the temperature was warm enough to allow everyone to enjoy the barbeque lunch on the patio deck overlooking the golf course. Free use of the driving range via the sponsorship of Shasta Consulting Group was available for those serious players and groups looking to hone their game prior to the tournament. One of the big advantages to having the tournament at Richmond Country Club was the ability to start the tournament at 1:00 p.m., and with everything running smoothly on the course, everyone was finished by 5:30 p.m., allowing at least one hour of networking time before the evening festivities.

The evening's agenda began with a welcome greeting from the president of the Institute, Greg Steves.



Rob Reichelt presented the George Whyte Award to Todd Mikl, a consistent year-in, year-out supporter of the tournament. The George Whyte Award recognizes an individual who demonstrates exemplary professional conduct, has recognized achievements in the real estate profession, and supports the objectives of the Institute. In addition to being a Platinum sponsor every year via Masters Building Services, Todd has helped in securing other Platinum sponsors and prizes for the tournament. And thanks to his golf prowess, he has also made numerous trips to the prize table.

REIBC made a formal cheque presentation to the Make-A-Wish Foundation, represented by volunteer Heather Pedersen, for last year's record donation of \$36,555. Heather then gave a greeting from the foundation and introduced the Wish family.

Six-year-old Corbin, the Wish child, was joined by his eight-year-old sister Jordan and parents Marielle and Elliott. Corbin was diagnosed in early 2016 with B-cell acute lymphoblastic leukemia, commonly referred to as ALL. It is a cancer that forms in young white blood cells within bone marrow. Corbin underwent chemotherapy to treat it at BC Children's Hospital. Though the cure rate is high, children diagnosed with ALL are not considered cured until they have been in remission for 10 years. Corbin is doing very well, so the future looks bright, but he has a long road of checkups ahead of him.

Corbin's mother gave a detailed account of the trip to Orlando and it was clear the whole family had a great time and received VIP treatment from the Make-A-Wish team accompanying them throughout the entire vacation. Corbin was very quick to choose Disneyworld for his wish: he'd heard that "it's lots of fun there!" and he likes rides, so it was a natural choice. Corbin is fearless when it comes to thrill rides, so he was game for anything! The family was able to get plenty of rides in, since the Make-A-Wish team could provide them with preferred access to skirt the long lineups.

Marielle's speech paved the way for the rest of the evening's activities and was a reminder of why everyone participates in this charity event every year. What's really special about Corbin and his family is that they decided to give back. They held a fundraiser this year, and Corbin wanted to divide the proceeds between some of the organizations that helped him through treatment, Make-A-Wish included.

Perry Solkowski was back once again to perform emcee duties for the evening and his charm and engaging personality was instrumental in generating significant donations for all the live and silent auction packages. Perry has been our longest-serving emcee for this event, and he has an innate ability to joke with the crowd and keep everyone entertained while he extracts money from

their pocketbooks for the cause. We sincerely hope he continues to support the event with this presence.

A multitude of prize donors ensured each participant took away a prize and generated an auction table consisting of four live and 12 silent auction prizes, which raised \$8,085. An additional \$2,880 was raised via raffle draw, 50/50 and Hit the Green tickets, all sold throughout the day.

The tournament continued with its tradition of capping off the evening with a reverse draw for the grand raffle prize—a full set of custom Callaway clubs and bag. The winner this year was Justin Stubbs of Laurentian Bank.

Moving the event to Richmond Country Club has been beneficial for the tournament, offering a venue that enhances the quality and profile of the event. The Golf Committee believes Richmond Country Club has improved the experience for the committee members, participants, sponsors, and volunteers, and therefore the tournament will remain at Richmond Country Club for the foreseeable future.

The Golf Committee would like to extend its thanks to the participants, the corporate and individual sponsors for their support and prize donations, and the volunteers for their assistance in the organization of the tournament. As well, we thank Kerr's Recognition Services for their work to produce event signage, and Fairway Resource Group for the golf shirts. We also thank the Institute staff, who have been instrumental in assisting the committee. We are looking forward to another successful tournament in 2018. The tournament date will be moved back one week in June next year, so as not to conflict with other industry tournaments that month. The date for the 2018 event is scheduled for Monday, June 18, 2018, so please mark your calendars and save the date. We look forward to seeing everyone out again next year.

TEAM PRIZE WINNERS

First Place: Todd Mikl, Colin Murray, Colby Johansson

Second Place: Seth Kingsbury, James Mair, Greg Gordichuk, Perry Solkowski

Third Place: Ed Furlan, Phil Gertsman, Ray Riopel, John McLean

Most Honest Team:

Bev Greene, Caron Tauber, Karen Rahal, Adena Waffle

GRAND PRIZE RAFFLE WINNER

Set of Calloway Golf Clubs:
Justin Stubbs, Laurentian Bank

SKILL PRIZE WINNERS

Ladies' Longest Drive: Adena Waffle
Ladies' Closest to the Pin: (no winner)
Men's Longest Drive: Jay Prahalad
Men's Closest to the Pin: Craig Bradshaw
Longest Putt: Murray Brown

MARK YOUR CALENDARS!

REIBC's 25th Annual Charity Golf Tournament is on June 18, 2018.

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MEMBER PROFILE

GRAHAM ALLEN, RI

ARBITRATOR,
W. GRAHAM ALLEN
MANAGEMENT CORPORATION



At this year's Recognition Event, Graham Allen was recognized twice— as the recipient of REIBC's Award of Excellence and for 45 years of membership with REIBC.

Looking back proudly at all that has been achieved, Graham describes these many years as good years. When he first became a governor, the Institute looked very different, described by Graham as "something of an old boys' club." In Graham's opinion, John Hicks's one-year leadership of the Institute initiated the second phase of REIBC's development, laying the groundwork for what we enjoy today. Graham was honored to have succeeded John as chairman from 1978 to 1982.

Graham has enjoyed three separate but intersecting professions. He started his career as a Chartered Valuation Surveyor, then enhanced his appraisal qualifications with a master of science in Urban

Land Appraisal and, of course, professional membership with REIBC. When his ability to deliver success as a land management advisor to First Nations was being legally thwarted, he realized that becoming a lawyer was the path forward. After being called to the Bar, he became the lawyer for nearly a dozen First Nations, continuing a committed career that lasted from 1969 until his retirement from law in 2013. Building on appraisal and law, Graham also earned his Chartered Arbitrator designation and practised as an arbitrator focusing, naturally enough, on land valuation disputes, particularly rent reviews and lease renewals. He continues this practice today, thereby becoming yet another participant in the growing ranks of the "semi-retired."

Away from work, Graham's major passion is human rights advocacy, and his special concern is to see the death penalty abolished throughout the world. He returned to UBC Law School 30 years later to study for a master of laws degree in International Human Rights Law, and his thesis explored how universal abolition could be achieved. Graham expects to see this happen in his own lifetime.

Despite all his academic and professional attainments, Graham's greatest source of pride is as a parent to sons Blake and Grayson. "Their mother died when they were very young," relates Graham, "so I experienced the uniquely engrossing role of single parent—never a dull moment!" He and Grayson visited Amsterdam last July where Blake now lives as a post-grad student, and the three of them toured the wineries of western France, conscientiously tasting as they went.

RI

ON THE JOB

>> PATRICIA ENG, RI, RPF



**LAND AND PROPERTY
AGENT,
DISTRICT OF WEST
VANCOUVER**

WHAT DO YOU DO IN YOUR PROFESSIONAL POSITION?

I am the District of West Vancouver's representative for municipal land and I negotiate transactions of property. I have extensive background in land and property negotiations, sales, and management, which I've brought to my position at the District.

In addition to carrying out municipal land sales and acquisitions on behalf of the District, I also help resolve land-related matters; for example, agreements on access for sewer pipes near landowners' properties. I work with residents, developers, appraisers, and surveyors, and with departmental staff in engineering, planning, parks, and our legal counsel to review, analyze, and resolve property-related matters. I also carry out in-house valuations of properties for various purposes. I present reports and recommendations for property matters to the mayor and council for their approval.

HOW DO YOU SPEND YOUR DAY?

An example of a typical day would involve reviewing outstanding properties and issues, developing a work plan of what needs to be done to bring the project to resolution, attending a meeting on a planning initiative or property-related matter, reviewing materials, writing a report or doing research on a particular issue, discussing a land matter with a surveyor or appraiser, carrying out a site visit, or responding to an inquiry from a member of the public.

WHAT PREPARED YOU FOR THIS ROLE?

I originally started my career as a forester, having received a bachelor of science in Forest Resource Management from the University of British Columbia. After a few years, I took a position as a land officer with the Crown lands department of the provincial government. Over my years of work experience, I've been involved in just about every type of land use you can imagine, from gravel pits and commercial marinas to provincial parks and multi-family residential developments. I've worked on hundreds of properties, with sales of millions of dollars. I was the regional manager of the Crown

lands department on Vancouver Island. I've worked with First Nations and been involved in First Nations consultation on land-related projects. I've also worked as a land management consultant, assisting clients to resolve their land projects. I completed a diploma in Urban Land Economics from the Sauder School of Business's Real Estate Department.

WHAT DO YOU ENJOY ABOUT YOUR WORK?

What I love about the profession is that there is always something interesting to do—no two properties are alike, and each has its own unique challenges and complexities. I like getting to know the people and individuals involved and helping both the clients and the organization together to achieve their goals. I like working and collaborating with my colleagues and getting their feedback and buy-in to a project. I think what I do is important for the District to achieve its goals.

ARE THERE COMMON MISUNDERSTANDINGS ABOUT THE WORK YOU DO?

Common misunderstandings about this and other property positions, I think, is that we only need one skill to do the job—that is, to be able to buy or sell real estate. But the skills I use every day are facilitation, listening, coordination, collaboration, innovation, problem solving, enacting due diligence, paying attention to detail, and being a strategic thinker.

WHAT DO YOU WISH PEOPLE KNEW ABOUT THE WORK YOU DO?

Managing land for a municipality is a long-term venture that has to be forward looking and in the best interests, overall, of all the public. It has different goals than managing land for a private company and different priorities. While getting value for municipal land is an important aspect, as a public entity, one must ensure that the greater public good is being served as well.

NEW MEMBERS

PROFESSIONAL MEMBERS



Gina Ford
City of
Vancouver



Paula Ladds
BC Assessment



Christian Kim
BC Housing



Mackenzie Wells
BC Hydro

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pama.ca
admin@pama.ca, 1-604-267-0476

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realtylink.org
rebgv.org, 1-604-730-3000

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